



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

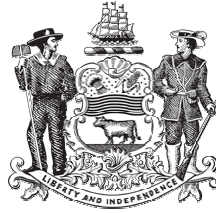
- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

4.2.11.2 Credit Hours: 3
Course Title: NAR Quadrennial Ethics Course
Credit Hours: 3

*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School

4.2.12.1 Course Title: Commercial Real Estate Capital Markets
Credit Hours: 3
4.2.12.2 Course Title: Investing in Real Estate Through Self-directed Retirement Plans
Credit Hours: 3
4.2.12.3 Course Title: Contemporary Investment Opportunities
Credit Hours: 3
4.2.12.4 Course Title: Solution Selling: Consultative Brokerage
Credit Hours: 3

*4.2.13 Course Provider: Tri-State Real Estate School

4.2.13.1 Course Title: Pre-Licensing Course
Credit Hours: 99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/ Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday August 6, 2009 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

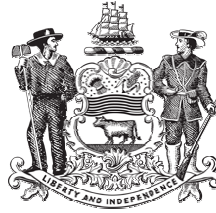
- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- | | | |
|--|---------------|--|
| | Credit Hours: | 15 |
| 4.2.5.4 | Course Title: | Electronic Transactions |
| | Credit Hours: | 7 |
| 4.2.5.5 | Course Title: | Ethics in Today's Real Estate World |
| | Credit Hours: | 7 |
| 4.2.5.6 | Course Title: | Ninja Selling III |
| | Credit Hours: | 7 |
| 4.2.5.7 | Course Title: | Short Sales and Foreclosures |
| | Credit Hours: | 7 |
| 4.2.5.8 | Course Title: | Surviving and Adapting to the Changing Market |
| | Credit Hours: | 3.5 |
| 4.2.5.9 | Course Title: | The Truth about Mold |
| | Credit Hours: | 3.5 |
| 4.2.5.10 | Course Title: | Essential Closing Strategies |
| | Credit Hours: | 7 |
| *4.2.5.11 | Course Title: | Getting to Yes |
| | Credit Hours: | 3.5 |
| <u>4.2.6 Course Provider: McKissock, LP</u> | | |
| 4.2.6.1 | Course Title: | Personal Marketing for Real Estate Professionals |
| | Credit Hours: | 3 |
| 4.2.6.2 | Course Title: | The Qualifying Process |
| | Credit Hours: | 3 |
| 4.2.6.3 | Course Title: | Property Management |
| | Credit Hours: | 3 |
| 4.2.6.4 | Course Title: | Brokerage Relationships |
| | Credit Hours: | 5 |
| 4.2.6.5 | Course Title: | Size Matters: Residential Square Footage |
| | Credit Hours: | 4 |
| 4.2.6.6 | Course Title: | Delaware Trust Fund Handling |
| | Credit Hours: | 3 |
| 4.2.6.7 | Course Title: | What Real Estate Professional Need to Know about FHA |
| | Credit Hours: | 4 |
| <u>4.2.7 Course Provider: Delaware Technical & Community College</u> | | |
| 4.2.7.1 | Course Title: | Home Inspection Overview |
| | Credit Hours: | 3 |
| <u>4.2.8 Course Provider: Delaware School of Real Estate</u> | | |
| 4.2.8.1 | Course Title: | Pre-Licensing Course |
| | Credit Hours: | 99 |
| 4.2.8.2 | Course Title: | Agent Etiquette |
| | Credit Hours: | 3 |
| <u>4.2.9 Course Provider: New Castle County Board of Realtors</u> | | |
| 4.2.9.1 | Course Title: | Ninja I |
| | Credit Hours: | 7 |
| 4.2.9.2 | Course Title: | Understanding the Delaware Uniform Common Interest Ownership Act |
| | Credit Hours: | 3 |
| *4.2.9.3 | Course Title: | Social Media Marketing for the Real Estate Industry |
| | Credit Hours: | 3 |
| <u>*4.2.10 Course Provider: The Frederick Academy of Real Estate</u> | | |
| 4.2.10.1 | Course Title: | Legislative Updates 2009 |
| | Credit Hours: | 3 |
| <u>*4.2.11 Course Provider: Keller Williams Realty – Greater Newark</u> | | |
| 4.2.11.1 | Course Title: | Legislative Update |

4.2.11.2 Credit Hours: 3
Course Title: NAR Quadrennial Ethics Course
Credit Hours: 3

*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School

4.2.12.1 Course Title: Commercial Real Estate Capital Markets
Credit Hours: 3

4.2.12.2 Course Title: Investing in Real Estate Through Self-directed Retirement Plans

Credit Hours: 3
4.2.12.3 Course Title: Contemporary Investment Opportunities
Credit Hours: 3

4.2.12.4 Course Title: Solution Selling: Consultative Brokerage
Credit Hours: 3

*4.2.13 Course Provider: Tri-State Real Estate School

4.2.13.1 Course Title: Pre-Licensing Course
Credit Hours: 99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/ Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

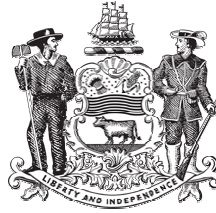
- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

4.2.11.2 Credit Hours: 3
Course Title: NAR Quadrennial Ethics Course
Credit Hours: 3

*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School

4.2.12.1 Course Title: Commercial Real Estate Capital Markets
Credit Hours: 3
4.2.12.2 Course Title: Investing in Real Estate Through Self-directed Retirement Plans
Credit Hours: 3
4.2.12.3 Course Title: Contemporary Investment Opportunities
Credit Hours: 3
4.2.12.4 Course Title: Solution Selling: Consultative Brokerage
Credit Hours: 3

*4.2.13 Course Provider: Tri-State Real Estate School

4.2.13.1 Course Title: Pre-Licensing Course
Credit Hours: 99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/ Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday August 6, 2009 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

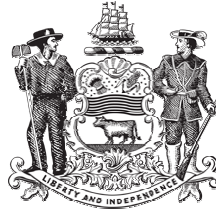
- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

4.2.11.2 Credit Hours: 3
Course Title: NAR Quadrennial Ethics Course
Credit Hours: 3

*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School

4.2.12.1 Course Title: Commercial Real Estate Capital Markets
Credit Hours: 3
4.2.12.2 Course Title: Investing in Real Estate Through Self-directed Retirement Plans
Credit Hours: 3
4.2.12.3 Course Title: Contemporary Investment Opportunities
Credit Hours: 3
4.2.12.4 Course Title: Solution Selling: Consultative Brokerage
Credit Hours: 3

*4.2.13 Course Provider: Tri-State Real Estate School

4.2.13.1 Course Title: Pre-Licensing Course
Credit Hours: 99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/ Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

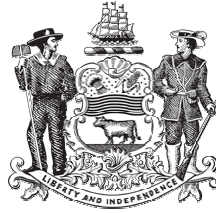
- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- Credit Hours: 15
- 4.2.5.4 Course Title: Electronic Transactions
- Credit Hours: 7
- 4.2.5.5 Course Title: Ethics in Today's Real Estate World
- Credit Hours: 7
- 4.2.5.6 Course Title: Ninja Selling III
- Credit Hours: 7
- 4.2.5.7 Course Title: Short Sales and Foreclosures
- Credit Hours: 7
- 4.2.5.8 Course Title: Surviving and Adapting to the Changing Market
- Credit Hours: 3.5
- 4.2.5.9 Course Title: The Truth about Mold
- Credit Hours: 3.5
- 4.2.5.10 Course Title: Essential Closing Strategies
- Credit Hours: 7
- *4.2.5.11 Course Title: Getting to Yes
- Credit Hours: 3.5

4.2.6 Course Provider: McKissock, LP

- 4.2.6.1 Course Title: Personal Marketing for Real Estate Professionals
- Credit Hours: 3
- 4.2.6.2 Course Title: The Qualifying Process
- Credit Hours: 3
- 4.2.6.3 Course Title: Property Management
- Credit Hours: 3
- 4.2.6.4 Course Title: Brokerage Relationships
- Credit Hours: 5
- 4.2.6.5 Course Title: Size Matters: Residential Square Footage
- Credit Hours: 4
- 4.2.6.6 Course Title: Delaware Trust Fund Handling
- Credit Hours: 3
- 4.2.6.7 Course Title: What Real Estate Professional Need to Know about FHA
- Credit Hours: 4

4.2.7 Course Provider: Delaware Technical & Community College

- 4.2.7.1 Course Title: Home Inspection Overview
- Credit Hours: 3

4.2.8 Course Provider: Delaware School of Real Estate

- 4.2.8.1 Course Title: Pre-Licensing Course
- Credit Hours: 99
- 4.2.8.2 Course Title: Agent Etiquette
- Credit Hours: 3

4.2.9 Course Provider: New Castle County Board of Realtors

- 4.2.9.1 Course Title: Ninja I
- Credit Hours: 7
- 4.2.9.2 Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
- Credit Hours: 3
- *4.2.9.3 Course Title: Social Media Marketing for the Real Estate Industry
- Credit Hours: 3

*4.2.10 Course Provider: The Frederick Academy of Real Estate

- 4.2.10.1 Course Title: Legislative Updates 2009
- Credit Hours: 3

*4.2.11 Course Provider: Keller Williams Realty – Greater Newark

- 4.2.11.1 Course Title: Legislative Update

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
 - Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
 - Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
 - Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
 - Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
 - Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
 - Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
 - Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
 - Pre-Licensing Course: Orientation/ Real Estate Mathematics
 - Broker's Course: Mathematics
- 4.3.8 William Ferreri
 - Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
 - Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
 - Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
 - Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
 - Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- | | | |
|--|---------------|--|
| | Credit Hours: | 15 |
| 4.2.5.4 | Course Title: | Electronic Transactions |
| | Credit Hours: | 7 |
| 4.2.5.5 | Course Title: | Ethics in Today's Real Estate World |
| | Credit Hours: | 7 |
| 4.2.5.6 | Course Title: | Ninja Selling III |
| | Credit Hours: | 7 |
| 4.2.5.7 | Course Title: | Short Sales and Foreclosures |
| | Credit Hours: | 7 |
| 4.2.5.8 | Course Title: | Surviving and Adapting to the Changing Market |
| | Credit Hours: | 3.5 |
| 4.2.5.9 | Course Title: | The Truth about Mold |
| | Credit Hours: | 3.5 |
| 4.2.5.10 | Course Title: | Essential Closing Strategies |
| | Credit Hours: | 7 |
| *4.2.5.11 | Course Title: | Getting to Yes |
| | Credit Hours: | 3.5 |
| <u>4.2.6 Course Provider: McKissock, LP</u> | | |
| 4.2.6.1 | Course Title: | Personal Marketing for Real Estate Professionals |
| | Credit Hours: | 3 |
| 4.2.6.2 | Course Title: | The Qualifying Process |
| | Credit Hours: | 3 |
| 4.2.6.3 | Course Title: | Property Management |
| | Credit Hours: | 3 |
| 4.2.6.4 | Course Title: | Brokerage Relationships |
| | Credit Hours: | 5 |
| 4.2.6.5 | Course Title: | Size Matters: Residential Square Footage |
| | Credit Hours: | 4 |
| 4.2.6.6 | Course Title: | Delaware Trust Fund Handling |
| | Credit Hours: | 3 |
| 4.2.6.7 | Course Title: | What Real Estate Professional Need to Know about FHA |
| | Credit Hours: | 4 |
| <u>4.2.7 Course Provider: Delaware Technical & Community College</u> | | |
| 4.2.7.1 | Course Title: | Home Inspection Overview |
| | Credit Hours: | 3 |
| <u>4.2.8 Course Provider: Delaware School of Real Estate</u> | | |
| 4.2.8.1 | Course Title: | Pre-Licensing Course |
| | Credit Hours: | 99 |
| 4.2.8.2 | Course Title: | Agent Etiquette |
| | Credit Hours: | 3 |
| <u>4.2.9 Course Provider: New Castle County Board of Realtors</u> | | |
| 4.2.9.1 | Course Title: | Ninja I |
| | Credit Hours: | 7 |
| 4.2.9.2 | Course Title: | Understanding the Delaware Uniform Common Interest Ownership Act |
| | Credit Hours: | 3 |
| *4.2.9.3 | Course Title: | Social Media Marketing for the Real Estate Industry |
| | Credit Hours: | 3 |
| <u>*4.2.10 Course Provider: The Frederick Academy of Real Estate</u> | | |
| 4.2.10.1 | Course Title: | Legislative Updates 2009 |
| | Credit Hours: | 3 |
| <u>*4.2.11 Course Provider: Keller Williams Realty – Greater Newark</u> | | |
| 4.2.11.1 | Course Title: | Legislative Update |

4.2.11.2 Credit Hours: 3
Course Title: NAR Quadrennial Ethics Course
Credit Hours: 3

*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School

4.2.12.1 Course Title: Commercial Real Estate Capital Markets
Credit Hours: 3
4.2.12.2 Course Title: Investing in Real Estate Through Self-directed Retirement Plans
Credit Hours: 3
4.2.12.3 Course Title: Contemporary Investment Opportunities
Credit Hours: 3
4.2.12.4 Course Title: Solution Selling: Consultative Brokerage
Credit Hours: 3

*4.2.13 Course Provider: Tri-State Real Estate School

4.2.13.1 Course Title: Pre-Licensing Course
Credit Hours: 99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/ Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

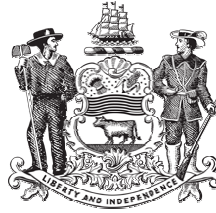
- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- | | | |
|--|---------------|--|
| | Credit Hours: | 15 |
| 4.2.5.4 | Course Title: | Electronic Transactions |
| | Credit Hours: | 7 |
| 4.2.5.5 | Course Title: | Ethics in Today's Real Estate World |
| | Credit Hours: | 7 |
| 4.2.5.6 | Course Title: | Ninja Selling III |
| | Credit Hours: | 7 |
| 4.2.5.7 | Course Title: | Short Sales and Foreclosures |
| | Credit Hours: | 7 |
| 4.2.5.8 | Course Title: | Surviving and Adapting to the Changing Market |
| | Credit Hours: | 3.5 |
| 4.2.5.9 | Course Title: | The Truth about Mold |
| | Credit Hours: | 3.5 |
| 4.2.5.10 | Course Title: | Essential Closing Strategies |
| | Credit Hours: | 7 |
| *4.2.5.11 | Course Title: | Getting to Yes |
| | Credit Hours: | 3.5 |
| <u>4.2.6 Course Provider: McKissock, LP</u> | | |
| 4.2.6.1 | Course Title: | Personal Marketing for Real Estate Professionals |
| | Credit Hours: | 3 |
| 4.2.6.2 | Course Title: | The Qualifying Process |
| | Credit Hours: | 3 |
| 4.2.6.3 | Course Title: | Property Management |
| | Credit Hours: | 3 |
| 4.2.6.4 | Course Title: | Brokerage Relationships |
| | Credit Hours: | 5 |
| 4.2.6.5 | Course Title: | Size Matters: Residential Square Footage |
| | Credit Hours: | 4 |
| 4.2.6.6 | Course Title: | Delaware Trust Fund Handling |
| | Credit Hours: | 3 |
| 4.2.6.7 | Course Title: | What Real Estate Professional Need to Know about FHA |
| | Credit Hours: | 4 |
| <u>4.2.7 Course Provider: Delaware Technical & Community College</u> | | |
| 4.2.7.1 | Course Title: | Home Inspection Overview |
| | Credit Hours: | 3 |
| <u>4.2.8 Course Provider: Delaware School of Real Estate</u> | | |
| 4.2.8.1 | Course Title: | Pre-Licensing Course |
| | Credit Hours: | 99 |
| 4.2.8.2 | Course Title: | Agent Etiquette |
| | Credit Hours: | 3 |
| <u>4.2.9 Course Provider: New Castle County Board of Realtors</u> | | |
| 4.2.9.1 | Course Title: | Ninja I |
| | Credit Hours: | 7 |
| 4.2.9.2 | Course Title: | Understanding the Delaware Uniform Common Interest Ownership Act |
| | Credit Hours: | 3 |
| *4.2.9.3 | Course Title: | Social Media Marketing for the Real Estate Industry |
| | Credit Hours: | 3 |
| <u>*4.2.10 Course Provider: The Frederick Academy of Real Estate</u> | | |
| 4.2.10.1 | Course Title: | Legislative Updates 2009 |
| | Credit Hours: | 3 |
| <u>*4.2.11 Course Provider: Keller Williams Realty – Greater Newark</u> | | |
| 4.2.11.1 | Course Title: | Legislative Update |

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
 - Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
 - Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
 - Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
 - Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
 - Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
 - Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
 - Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
 - Pre-Licensing Course: Orientation/ Real Estate Mathematics
 - Broker's Course: Mathematics
- 4.3.8 William Ferreri
 - Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
 - Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
 - Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
 - Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
 - Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

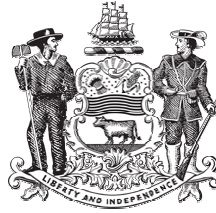
- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- | | | |
|--|---------------|--|
| | Credit Hours: | 15 |
| 4.2.5.4 | Course Title: | Electronic Transactions |
| | Credit Hours: | 7 |
| 4.2.5.5 | Course Title: | Ethics in Today's Real Estate World |
| | Credit Hours: | 7 |
| 4.2.5.6 | Course Title: | Ninja Selling III |
| | Credit Hours: | 7 |
| 4.2.5.7 | Course Title: | Short Sales and Foreclosures |
| | Credit Hours: | 7 |
| 4.2.5.8 | Course Title: | Surviving and Adapting to the Changing Market |
| | Credit Hours: | 3.5 |
| 4.2.5.9 | Course Title: | The Truth about Mold |
| | Credit Hours: | 3.5 |
| 4.2.5.10 | Course Title: | Essential Closing Strategies |
| | Credit Hours: | 7 |
| *4.2.5.11 | Course Title: | Getting to Yes |
| | Credit Hours: | 3.5 |
| <u>4.2.6 Course Provider: McKissock, LP</u> | | |
| 4.2.6.1 | Course Title: | Personal Marketing for Real Estate Professionals |
| | Credit Hours: | 3 |
| 4.2.6.2 | Course Title: | The Qualifying Process |
| | Credit Hours: | 3 |
| 4.2.6.3 | Course Title: | Property Management |
| | Credit Hours: | 3 |
| 4.2.6.4 | Course Title: | Brokerage Relationships |
| | Credit Hours: | 5 |
| 4.2.6.5 | Course Title: | Size Matters: Residential Square Footage |
| | Credit Hours: | 4 |
| 4.2.6.6 | Course Title: | Delaware Trust Fund Handling |
| | Credit Hours: | 3 |
| 4.2.6.7 | Course Title: | What Real Estate Professional Need to Know about FHA |
| | Credit Hours: | 4 |
| <u>4.2.7 Course Provider: Delaware Technical & Community College</u> | | |
| 4.2.7.1 | Course Title: | Home Inspection Overview |
| | Credit Hours: | 3 |
| <u>4.2.8 Course Provider: Delaware School of Real Estate</u> | | |
| 4.2.8.1 | Course Title: | Pre-Licensing Course |
| | Credit Hours: | 99 |
| 4.2.8.2 | Course Title: | Agent Etiquette |
| | Credit Hours: | 3 |
| <u>4.2.9 Course Provider: New Castle County Board of Realtors</u> | | |
| 4.2.9.1 | Course Title: | Ninja I |
| | Credit Hours: | 7 |
| 4.2.9.2 | Course Title: | Understanding the Delaware Uniform Common Interest Ownership Act |
| | Credit Hours: | 3 |
| *4.2.9.3 | Course Title: | Social Media Marketing for the Real Estate Industry |
| | Credit Hours: | 3 |
| <u>*4.2.10 Course Provider: The Frederick Academy of Real Estate</u> | | |
| 4.2.10.1 | Course Title: | Legislative Updates 2009 |
| | Credit Hours: | 3 |
| <u>*4.2.11 Course Provider: Keller Williams Realty – Greater Newark</u> | | |
| 4.2.11.1 | Course Title: | Legislative Update |

4.2.11.2 Credit Hours: 3
Course Title: NAR Quadrennial Ethics Course
Credit Hours: 3

*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School

4.2.12.1 Course Title: Commercial Real Estate Capital Markets
Credit Hours: 3
4.2.12.2 Course Title: Investing in Real Estate Through Self-directed Retirement Plans
Credit Hours: 3
4.2.12.3 Course Title: Contemporary Investment Opportunities
Credit Hours: 3
4.2.12.4 Course Title: Solution Selling: Consultative Brokerage
Credit Hours: 3

*4.2.13 Course Provider: Tri-State Real Estate School

4.2.13.1 Course Title: Pre-Licensing Course
Credit Hours: 99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/ Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday August 6, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 4, 2009
- 3.0 Unfinished Business
 - *3.1 Discussion Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Omega Real Estate School
 - 4.2.1.1 Course Title: Legislative Issues
Credit Hours: 3
 - *4.2.1.2 Course Title: NAR Code of Ethics Training
Credit Hours: 3
 - *4.2.1.3 Course Title: Agency
Credit Hours: 3
 - 4.2.2 Course Provider: Kent County Association of REALTORS
 - 4.2.2.1 Course Title: Short Sales and Foreclosures Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Delaware Uniform Common Interest Ownership
Credit Hours: 3
 - *4.2.2.3 Course Title: Salesperson's Core Course
Credit Hours: 3

*4.2.2.4 Course Title: Red Flags Property Inspection Guide

Credit Hours: 4

*4.2.2.5 Course Title: The CMA vs. Appraisal

Credit Hours: 3

4.2.3 Course Provider: Delaware Association of REALTORS

4.2.3.1 Course Title: Green 101

Credit Hours: 3

*4.2.3.2 Course Title: Investment in Excellence

Credit Hours: 15

4.2.4 Course Provider: Sussex County Association of REALTORS

4.2.4.1 Course Title: Increase Sales with Government Financing

Credit Hours: 3

4.2.4.2 Course Title: Landlord Tenant Code

Credit Hours: 3

4.2.4.3 Course Title: Mock Ethics Hearing

Credit Hours: 3

4.2.4.4 Course Title: NAR Ethics

Credit Hours: 3

4.2.4.5 Course Title: Professional Standards Training/NAR Ethics

Credit Hours: 3

4.2.4.6 Course Title: Rental Agents – The Road to Success Part I

Credit Hours: 3

4.2.4.7 Course Title: Rental Agents – The Road to Success Part II

Credit Hours: 3

4.2.4.8 Course Title: Septic Training

Credit Hours: 3

4.2.4.9 Course Title: The Road to Success Part I

Credit Hours: 3

4.2.4.10 Course Title: The Road to Success Part II

Credit Hours: 3

4.2.4.11 Course Title: Title Search

Credit Hours: 3

4.2.4.12 Course Title: CRS 111: Short Sales & Foreclosures – Protecting your Client's Interests

Credit Hours: 6

4.2.4.13 Course Title: Pre-Licensing

Credit Hours: 99

4.2.4.14 Course Title: Legislative Update: Emerging Issues in Contract Law

Credit Hours: 3

4.2.4.15 Course Title: Legislative Update: Understanding Sussex County Government

Credit Hours: 3

*4.2.4.16 Course Title: Using Green to Market Buyers & Sellers/Go Green & Earn Green

Credit Hours: 3

*4.2.4.17 Course Title: Write it Right! Contract Writing

Credit Hours: 3

4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Basics of RE Investment for the Residential Agent

Credit Hours: 3.5

4.2.5.2 Course Title: Buyer Representation in Real Estate

Credit Hours: 3.5

4.2.5.3 Course Title: Certified Social Media Marketing Course

- | | | |
|--|---------------|--|
| | Credit Hours: | 15 |
| 4.2.5.4 | Course Title: | Electronic Transactions |
| | Credit Hours: | 7 |
| 4.2.5.5 | Course Title: | Ethics in Today's Real Estate World |
| | Credit Hours: | 7 |
| 4.2.5.6 | Course Title: | Ninja Selling III |
| | Credit Hours: | 7 |
| 4.2.5.7 | Course Title: | Short Sales and Foreclosures |
| | Credit Hours: | 7 |
| 4.2.5.8 | Course Title: | Surviving and Adapting to the Changing Market |
| | Credit Hours: | 3.5 |
| 4.2.5.9 | Course Title: | The Truth about Mold |
| | Credit Hours: | 3.5 |
| 4.2.5.10 | Course Title: | Essential Closing Strategies |
| | Credit Hours: | 7 |
| *4.2.5.11 | Course Title: | Getting to Yes |
| | Credit Hours: | 3.5 |
| <u>4.2.6 Course Provider: McKissock, LP</u> | | |
| 4.2.6.1 | Course Title: | Personal Marketing for Real Estate Professionals |
| | Credit Hours: | 3 |
| 4.2.6.2 | Course Title: | The Qualifying Process |
| | Credit Hours: | 3 |
| 4.2.6.3 | Course Title: | Property Management |
| | Credit Hours: | 3 |
| 4.2.6.4 | Course Title: | Brokerage Relationships |
| | Credit Hours: | 5 |
| 4.2.6.5 | Course Title: | Size Matters: Residential Square Footage |
| | Credit Hours: | 4 |
| 4.2.6.6 | Course Title: | Delaware Trust Fund Handling |
| | Credit Hours: | 3 |
| 4.2.6.7 | Course Title: | What Real Estate Professional Need to Know about FHA |
| | Credit Hours: | 4 |
| <u>4.2.7 Course Provider: Delaware Technical & Community College</u> | | |
| 4.2.7.1 | Course Title: | Home Inspection Overview |
| | Credit Hours: | 3 |
| <u>4.2.8 Course Provider: Delaware School of Real Estate</u> | | |
| 4.2.8.1 | Course Title: | Pre-Licensing Course |
| | Credit Hours: | 99 |
| 4.2.8.2 | Course Title: | Agent Etiquette |
| | Credit Hours: | 3 |
| <u>4.2.9 Course Provider: New Castle County Board of Realtors</u> | | |
| 4.2.9.1 | Course Title: | Ninja I |
| | Credit Hours: | 7 |
| 4.2.9.2 | Course Title: | Understanding the Delaware Uniform Common Interest Ownership Act |
| | Credit Hours: | 3 |
| *4.2.9.3 | Course Title: | Social Media Marketing for the Real Estate Industry |
| | Credit Hours: | 3 |
| <u>*4.2.10 Course Provider: The Frederick Academy of Real Estate</u> | | |
| 4.2.10.1 | Course Title: | Legislative Updates 2009 |
| | Credit Hours: | 3 |
| <u>*4.2.11 Course Provider: Keller Williams Realty – Greater Newark</u> | | |
| 4.2.11.1 | Course Title: | Legislative Update |

	Credit Hours:	3
4.2.11.2	Course Title:	NAR Quadrennial Ethics Course
	Credit Hours:	3
<u>*4.2.12 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School</u>		
4.2.12.1	Course Title:	Commercial Real Estate Capital Markets
	Credit Hours:	3
4.2.12.2	Course Title:	Investing in Real Estate Through Self-directed Retirement Plans
	Credit Hours:	3
4.2.12.3	Course Title:	Contemporary Investment Opportunities
	Credit Hours:	3
4.2.12.4	Course Title:	Solution Selling: Consultative Brokerage
	Credit Hours:	3
<u>*4.2.13 Course Provider: Tri-State Real Estate School</u>		
4.2.13.1	Course Title:	Pre-Licensing Course
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 John Koval
Pre-Licensing Course: Real Estate Mathematics
- 4.3.2 Regina Lundeen
Continuing Education: Professional Enhancement: Technology/Social Media & Internet Marketing/Green 101
- 4.3.3 Dara Denean Hagans
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Gayle Purzycki
Continuing Education: Professional Enhancement: Reverse Mortgages/Home Equity Conversion Mortgage
- 4.3.5 Franklin Serio
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: CRS 201 Listing Strategies/CRS 202 Buying Strategies/CRS 210 Building a Referral Business/CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.6 Leroy Houser
Continuing Education: Professional Enhancement: CRS 111 Short Sales & Foreclosures, Protecting Your Client
- 4.3.7 Paul Olsen
Continuing Education: Professional Enhancement: Real Estate Mathematics/Real Estate Finance
Pre-Licensing Course: Orientation/ Real Estate Mathematics
Broker's Course: Mathematics
- 4.3.8 William Ferreri
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Course
Pre-Licensing Course: Orientation/ Real Estate Mathematics/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics
- 4.3.9 William Patterson
Continuing Education: Broker Core Course/ Professional Enhancement: Real Estate Investment/Tenants in Common
Broker's Course: Real Estate Investment

- 4.3.10 William Schaefer
Continuing Education: Professional Enhancement: Mortgage
Pre-Licensing Course: Real Estate Sales
- 4.3.11 Dottie Fawcett
Continuing Education: Professional Enhancement: Essential Closing Strategies
- 4.3.12 William Young
Continuing Education: Professional Enhancement: Mold Remediation/Mold
Testing/Indoor Air Quality
- 4.3.13 William Lublin
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Social Media Marketing Course
- 4.3.14 Frank May
Continuing Education: Professional Enhancement: Short Sales & Foreclosures/
Accredited Buyers Representative
- 4.3.15 William Vernon
Continuing Education: Broker Core Course/Professional Enhancement: Intro to
Commercial Real Estate/Commercial Broker Core Course
- 4.3.16 Matthew Peterson
Continuing Education: Professional Enhancement: Green Courses
- 4.3.17 Roger Truemper
Continuing Education: Legislative Update/ Professional Enhancement: Real
Estate Closings/Real Estate Contracts/Curing Title Defects/Real Estate
Law/Landlord-Tenant Law/Leases/Condo Law/Agency
Pre-Licensing Course: Real Estate Law
- 4.3.18 Henry Wooding
Continuing Education: Professional Enhancement: Running Real Estate as a
Business/Contract writing 101
- 4.3.19 Mark Holloway
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Ethics or Professional Standards/Agency Relationship -
Responsibilities/Professional Enhancements for Practicing Licenses
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
- 4.3.20 Salvatore Sedita
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Fair Housing Law/Real Estate
Ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/
Ethics/Real Estate Investment
- 4.3.21 Jason Giles
Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Agent Etiquette/Code of Ethics/Professional
Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales
- *4.3.22 Michael Lipsey
Continuing Education: Professional Enhancement: Solution Selling: Consultative
Brokerage
- *4.3.23 David Jacobs
Continuing Education: Salesperson Core Course/Professional Enhancement:
Commercial Real Estate Capital Markets
- *4.3.24 Andrew Benioff
Continuing Education: Professional Enhancement: Commercial Real Estate
Capital Markets

- *4.3.25 Broker's Course: Financing/Real Estate Investment
Carl Fischer
Continuing Education: Professional Enhancement: How to Buy Real Estate in
a 401K or IRA
- *4.3.26 Broker's Course: Real Estate Investment
Donna Garcia
Continuing Education: Professional Enhancement: Human
Resources/Leadership/Pacific Institute Classes
- *4.3.27 Christian Erichsen
Continuing Education: Professional Enhancement: The Loan Process/Review of
the Credit Process
- *4.3.28 Harvey Metro
Continuing Education: Legislative Update/Professional Enhancement: Real
Estate Tax Courses/Financing Update Course
- *4.3.29 Linda Walters
Continuing Education: Professional Enhancement: Real Estate Ethics or
Professional Standards/Negotiation
- *4.3.30 Maya Paveza
Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry
- *4.3.31 David Ashe
Continuing Education: Professional Enhancement: Buyer Representative
- *4.3.32 Bill Lyons
Pre-Licensing: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Joseph Walls Jr.
Activity Title: Eminent Domain Principles
Credit Hours: 7

*4.5 Discussion Regarding CE Audit Review

*4.6 Discussion Regarding the Need for a Kent County Professional Member to Replace Ed Hammond
and a Kent County Public Member to fill the Current Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.